

to reach even higher as we take the mission and the message to an even broader
attitude to those who have faithfully

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AN CHRONICLE

Buy Michigan First: State Contracting 101

Part three of a five-part series that outlines the basics of state contracting. Last week's article discussed how to prepare for State contracting opportunities.

This series has covered two preliminary points so far: How to register as a vendor with the State of Michigan and how to prepare for and research state contract awards.

The State of Michigan has taken dramatic steps to award State contracts based on a fair and level playing field. Gov. Granholm issued two executive directives that are significant to state contracting. Executive Directive 2005-3 prohibits sole source, no-bid contracts, which

results in every solicitation being competitively bid.

Executive Directive 2005-6, which amended 2004-3, gives a preference to Michigan firms that bid on State contracts. As a result of this Michigan business preference, 85 percent of what the state buys is sold by Michigan firms.

Michigan companies interested in finding solicitations that are currently open for bidding should follow some basic steps.

- Visit DMB's website at www.michigan.gov/BuyMichiganFirst.

- Click on Doing Business
- Select "Bids and Proposals"

- Select the contract area that fits - the options are Building and Construction, Commodities and Services, or School Organization Building and Construction

- Review the Invitations to Bid, with all bid attachments
- Contact the buyer assigned to the solicitation with questions or for clarifications

For additional information, e-mail BuyMichiganFirst@michigan.gov or call (313) 456-3609.

(Note: Due to space restrictions, this article could not be printed in its entirety. Please visit the above website or phone number to acquire more facts.)